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IN MEMORIAM
WILLIAM THOMAS RAWLEIGH
1870 - 1951



ONE OF THE LAST PHOTOGRAPHS TAKEN OF MR. RAWLEIGH

IN MEMORIAM
WILLIAM THOMAS RAWLEIGH

Born December 3, 1870
Died January 23, 1951



PRINTED BY
THE W. T. RAWLEIGH COMPANY
FREEPORT, ILLINOIS

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MR. RAWLEIGH ARRIVING AT THE OFFICE.

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IN MEMORIAM



William Thomas Rawleigh
1870-1951

PRESENTED ON
THE SIXTIETH ANNIVERSARY
OF THE FOUNDING OF THIS BUSINESS TO

1889

1949



W. T. RAWLEIGH
FOUNDER AND PRESIDENT OF
THE W.T.RAWLEIGH COMPANY AND ITS AFFILIATES IN
THE UNITED STATES, CANADA, AUSTRALIA, NEW ZEALAND
HIS CULTURAL CIVIC AND POLITICAL ACTIVITIES
HAVE BEEN MANY
SERVICE TO GOD AND MAN IS HIS MEASURE OF VALUE

PLAQUE IN THE MAIN OFFICE LOBBY OF THE
W. T. RAWLEIGH COMPANY—PRESENTED TO HIM
BY THE OFFICERS OF THE COMPANY
APRIL 1949

SORROW COMES TO THOUSANDS

with the passing of Mr. Rawleigh

To his thousands of friends and business associates, to the officers, managers, and employees of the company he founded, to Rawleigh Dealers throughout the world, the news of Mr. Rawleigh's death was heard with sadness and a deep sense of loss.

Mr. Rawleigh died at the Deaconess Hospital, Freeport, Illinois, at 6:29 a. m., January 23, 1951, following an extended illness. He had been a patient at the hospital since December 12. He suffered from a heart condition, and later pneumonia developed. For several days his condition improved, and it was believed he would recover. However, the severe strain of combating his illness proved too great for his weakened heart. Up to the time of his last illness he had been in active charge of the operation of his vast business enterprises and had been in his office at the Freeport factories every day.

The Funeral Services

Services for the immediate family were held at Mr. Rawleigh's country home at 2 p. m., Thursday, January 25, followed by public services at Embury Methodist church at 2:30 p. m. Funeral services were in charge of two long-time employees of the Company, C. M. Cooper and E. K. Seitz. Pallbearers were six Branch Managers of the Company: L. W. Haase, Albany; A. L. Turner, Memphis; F. A. Wicks, Minneapolis; H. B. Bennett, Oakland; J. H. Houska, Jr., Richmond; W. L. Wessen, Winnipeg. Dr. Allan Billman, pastor of Embury church, officiated, assisted by Rev. James O'May and Reverend John Bruce. As a tribute to the memory of Mr. Rawleigh,

the mayor ordered all city offices to close during the hour of the services. All Rawleigh factories and offices in Freeport and other cities were closed, and the flag at the Freeport factory and the one at the Freeport post office were flown at half mast in his memory.



Embury Methodist Church, where Mr. Rawleigh was a member for more than 50 years. Here the public funeral services were held.

Dr. Billman's Sermon

At the funeral service, Dr. Allan Billman said in part : Mr. Rawleigh's was "a remarkable career and a remarkable achievement Are we never again to have any Horatio Algers who begin in a small way and make great business? If so, America will be a poorer country when that day comes, then America will have lost the thing that has made America ; and I think it is your duty and my duty to see that this trend is reversed and that we keep America free and make it possible for men like W. T. Rawleigh, by their own initiative and drive and power and imagination, to build up such industries as was built up by this one man.



Entrance to Oakland Cemetery where Mr. Rawleigh was buried.

. . . . “How catholic Mr. Rawleigh was in his friendships . . . when a man can number among his friends men as far apart as Senator Norris and Senator Robert LaFollette and Henry Ford.

“What of his faith? Perhaps some of you do not know about his faith so well He prayed daily, not just for himself but for all. Once upon a time, he had a class in this church. At first the class was small. He decided the class ought to be larger and so the boys went out to get boys from the streets to get into the class. Well, the boys in the street weren’t interested, until the boys mentioned that Mrs. Rawleigh made wonderful potato salad and Mr. Rawleigh knew exactly how to cut ham and that they used to have picnics in the country quite often. Then the class grew until it became a large class.

“When Mary Elmer, the housekeeper, came to him at the hospital, he said to her, ‘God Bless you, Mary, in your new home.’ (He knew he wasn’t going back.) ‘And God bless me, Mary, in my new home.’

“W. T. Rawleigh has simply moved out of the home that was his here—the physical home, the body—into the immensities which the soul needs to go on growing and becoming greater.



Family Plot and Monument, Oakland Cemetery, Freeport, Illinois,
where Mr. Rawleigh was buried.

“The range of three score years and ten is not the limit of our life. Our life is not a landlocked lake enclosed within the shores of seventy or eighty years. It is an arm of the sea and where the shore lines seem to meet in old age, they open out into the infinite, and so we must build for these larger waters. We must lay our life plans on the scale of the infinite. Not as though we were only pilgrims of time, but as children of eternity. We are immortal. How then shall we live today in prospect of the eternal tomorrow?

“And so today, you and I say farewell to W. T.
Rawleigh,
Not as one who is gone . . . what is death to such
a one?
. . . passing to a mightier sphere: New joys, perfected
powers, the vision clear
And all the amplitude of heaven to work—
the work he held so dear.
A soul so fiery strong can never die but lives and loves
to all eternity.”

Rev. O'May's Sermon



Rev. James O'May, a close friend of the family, also spoke a few words of consolation and comfort at Mr. Rawleigh's funeral. He said, in part,

“It is an honor and a blessing to have a part in this memorable funeral service. I have known Mr. Rawleigh very well for over forty years, and in these years have become his intimate friend

“At the basic foundation of his life he was in league with God Be brave in the days of his death! He would have you take up the torch which he has laid down. Few men like him walk the stage of life. He loved you to the end. ‘Be of good courage and God shall strengthen your heart. Wait, I say, on the Lord.’

“ ‘I'd like to think when life is done
That I had filled a needed post,
That here and there, I'd paid my fare, with
More than idle talk or boast; That I
Had taken gifts divine, the breath of
Life and manhood fine, and tried to
Use them now and then,
In service to my fellow men.
I'd like to think that here and there,
When I am gone, there shall remain
A happier spot that might have not
Existed, had I toiled for gain.’ ”

SCRIPTURES

 Read by Reverend John Bruce
An Employee of the Company
Since 1916 

Let us now praise famous men,
And our fathers that begat us.
The Lord hath wrought great glory by them
Through His great power from the beginning.
Such as did bear rule in their kingdoms,
Men renowned for their power,
Giving counsel by their understanding,
And declaring prophecies:
Leaders of the people by their counsels,
And by their knowledge of learning meet for the
people,
Wise and eloquent in their instructions:
Such as found out musical tunes,
And recited verses in writing:
Rich men furnished with ability,
Living peaceably in their habitations:
All these were honored in their generations,
And were the glory of their times.
There be of them, that have left a name behind them,
that their praises might be reported.
But these were merciful men,
Whose righteousness hath not been forgotten.
With their seed shall continually remain a good in-
heritance,
And their children are within the covenant.
Their bodies are buried in peace:
But their name liveth forevermore.
The people will tell of their wisdom,
And the congregation will shew forth their praise.
Ecclesiasticus 44:1-8, 10, 11, 14, 15.

* * * *

I will lift up mine eyes unto the hills, from whence cometh my help.

My help cometh from the Lord, who made heaven and earth.

He will not suffer thy foot to be moved: He that keepeth thee will not slumber.

Behold, He that keepeth Israel shall neither slumber nor sleep.

The Lord is thy keeper: the Lord is thy shade upon thy right hand.

The sun shall not smite thee by day, nor the moon by night.

The Lord shall preserve thee from all evil: He shall preserve thy soul.

The Lord shall preserve thy going out and thy coming in from this time forth, and even forevermore. **Psalms: 121.**

* * * *

The Lord is my shepherd: I shall not want.

He maketh me to lie down in green pastures; He leadeth me beside the still waters.

He restoreth my soul: He leadeth me in the paths of righteousness for His name's sake.

Yea, though I walk through the valley of the shadow of death, I will fear no evil: for Thou art with me, Thy rod and Thy staff they comfort me.

Thou preparest a table before me in the presence of mine enemies: Thou anointest my head with oil; my cup runneth over.

Surely goodness and mercy shall follow me all the days of my life: and I will dwell in the house of the Lord forever. **Psalms: 23.**

* * * *

Let not your heart be troubled: ye believe in God, believe also in Me. In my Father's house are many man-

sions: if it were not so, I would have told you. I go to prepare a place for you. And if I go and prepare a place for you, I will come again, and receive you unto Myself, that where I am, there ye may be also.

I am the Way, the Truth, and the Life.

If ye love Me, keep My commandments. And I will pray the Father, and He shall give you another Comforter, that He may abide with you for ever; even the Spirit of Truth; whom the world cannot receive, because it seeth Him not, neither knoweth Him; but ye know Him; for He dwelleth with you, and shall be in you. I will not leave you comfortless: I will come to you. Because I live, ye shall live also.

Peace I leave with you, My peace I give unto you: not as the world giveth, give I unto you. Let not your heart be troubled, neither let it be afraid. **From the 14th Chapter of St. John.**

BIOGRAPHY

“Let us now praise famous men . . . that have left a name behind them, that their praises might be reported . . . Their bodies are buried in peace; but their name liveth forevermore.”

—Ecclesiasticus

William Thomas Rawleigh, founder and president of The W. T. Rawleigh Company, was born December 3, 1870, on a farm near Mineral Point, Wisconsin.

His Parents

Mr. Rawleigh's father, Charles David Rawleigh, was of Scotch, Irish, English and German descent. He was born in New York but came to Chicago to live with his uncle at an early age. He enlisted December 24, 1863, in the 24th New York Cavalry and was honorably discharged June 26, 1865, at the age of 18. He returned to Chicago, where his uncle, then vice president of the Chicago Board of Trade, secured him a position. He later settled in Iowa County, Wisconsin, where he married Miss Sarah Melinda Babcock, daughter of William and Eleanor (Reed) Babcock, early Wisconsin pioneers.



MR. RAWLEIGH'S BIRTHPLACE AND EARLY HOME.

Early Home Life

Mr. Rawleigh's parents were farmers in moderate circumstances, but they had a good 140-acre farm and raised Hambletonian and Lexington breeds of horses, some of which they exhibited at the Iowa County Fair.

They had a warm, substantial and comfortable home. The kitchen was built of stone; the living and other rooms of log construction. There were three boys and four girls in the family, who were taught to do all sorts of work. Mr. Rawleigh was the oldest of the children.

Youthful Pleasures

His boyhood also had many pleasures. There was good fishing nearby and a variety of small wild game. The boys knew every nook and corner of the woods, and looked forward with pleasure to the best fishing and hunting seasons.

The family attended Methodist church and Sunday School regularly at the little village of Waldwick, one mile away. Here there was also a Debating Society which met once a week; and at Waldwick the boys also learned to smoke, dance, play seven-up and euchre.



Early school scene where Mr. Rawleigh went to school.

At School

At school, William was an apt pupil, evincing keen interest in all of his studies, especially in history.

Early Business Instinct

The natural business instinct which later led him to prominence in the manufacturing world showed up while he was still in his teens. At the age of 15, while he was a pupil of the district school, he devoted his spare time to selling books. He also made, bottled, labeled and sold Rawleigh Mineraline Ink to his schoolmates and to the country storekeepers. He seemed to possess a natural selling instinct and had more than the average desire to be independent and earn some money which he could call his own.

First Outside Employment

When he was 17, a man called at his home selling medicines, and William became fired with ambition to get into the medicine business. Both his father and the man selling the medicines thought he was too young. So William finally secured employment at \$20 per month with an unusually hard-working German family, 16 miles away. These were the best wages then being paid farm hands, but he had to get up at four o'clock in the morning and work until eight and nine o'clock every night. Sundays they got up at five and usually spent the forenoon doing special work which they could not spare time to reach during the week.

At the end of four months William left to begin work for another farmer in the same neighborhood at the same wages, but now he didn't get up until five o'clock in the morning and quit work at sundown.

When he returned home early in the fall he gave his parents \$100 out of the \$120 earned his first six months and helped his father gather the crops at home, then spent 35 days helping neighbors and earned \$35

He Starts In Business

He resumed school during the winter and in the spring his father reluctantly consented to help William get a horse and rig to start selling medicines. During the long, hard days when he was working on the farm, he had often thought if he could sell only a few bottles of medicines each day he would make more than it was possible to earn on the farm. He knew that farmers needed and used lots of medicines; and he was confident he could sell them.



Mr. Rawleigh at the age of 18.

Green As A Cucumber

Neither parents nor friends looked with favor on his new business, and no wonder! He was young and, as he said, "green as a cucumber." He had practically no business experience, and had lived away from home only a few months the year before. His only business experience was in making inks and selling books. Yet he packed his clothes, said farewell to his family and, in April 1889, started out.

Small Line, But Good Sales

He was remarkably successful. He had only a small line of products—liniment, condition powders, stick salve and pills; lemon and vanilla extracts, peppermint and wintergreen essences, and sewing machine oil. If he left one of each medicine, his total sale would be only \$1.90. Yet the first day he left about \$15 worth of medicines on time and trial, and by the end of the first week had made total sales of \$150.

All the families he called on were strangers, but he was kindly received at most homes. No salesmanship suggestions were given to him, so he was obliged to learn

how to create desire for his medicines, but he was strongly determined to succeed and had the courage and decision needed to do so.

His First Advertising

By his third year in business he had made a good deal of progress. He had added products and put out larger sizes. During this year he first recognized the need of advertising and prepared and printed a 32-page book containing brief explanations of the usefulness of his medicines and letters of endorsement from his best customers.

He Keeps His Prices Low

During the sixth year he felt he needed more capital and practically completed arrangements with one of his well-to-do farmer customers to go into business as partners. They were well agreed on all except wholesale prices. The farmer proposed to double the wholesale prices. Mr. Rawleigh objected. He knew his customers could not afford these higher prices, so he decided to go ahead alone and do the best he could with what capital he could raise from his book accounts and other business assets.

Incorporates His Business

On January 11, 1895, he organized the first corporation of the Rawleigh Company at Freeport, Illinois. He and members of his family subscribed for the full amount of the capital stock.



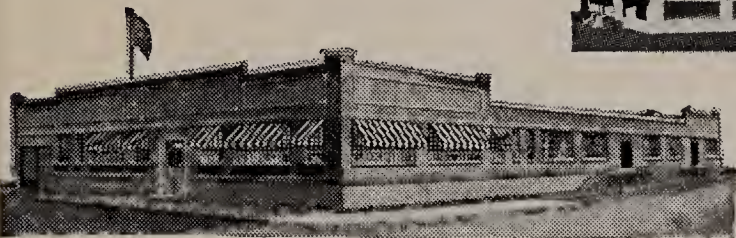
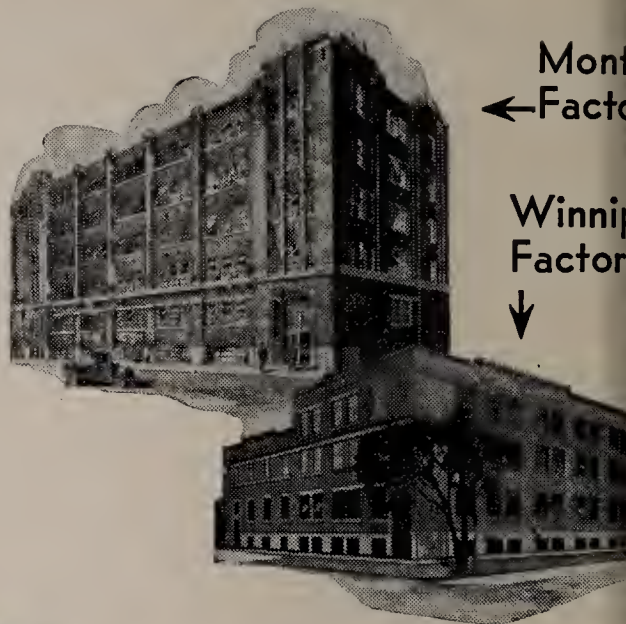
First Laboratory

The first medicines were made in his home, but after the Company was organized a small downtown building was leased. These quarters were doubled within a year.

First Laboratory

In 1898, the first laboratory was installed for testing raw materials and for experimental and research work.

Freeport Factories



Oakland Branch



Richmond Branch



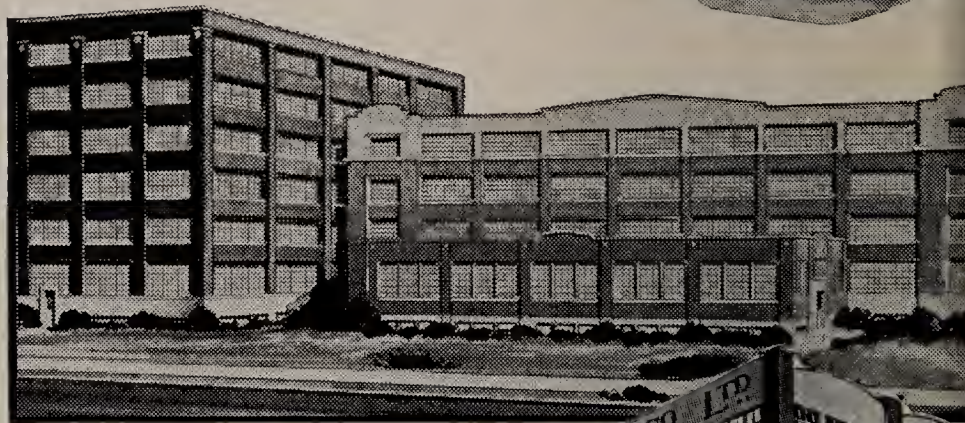
Los Angeles Branch



Denver Branch



Minneapolis Branch



Memphis Factories



Wellington
New Zealand
Fac



Mel-
bourn
Austr
Facto



Mr. Rawleigh in his office about 1906.

The first Rawleigh factory built especially for the business was erected in 1899 at Freeport, and in 1901, a large addition was built. Within ten years total floor space had increased from 1200 square feet to about two acres and the number of Rawleigh Dealers had grown from 17 to nearly 1000.

First Branches

In 1909, the first Southern warehouse was built at Memphis, Tennessee. In 1911, the Memphis factory was begun and also a warehouse was built at Chester, Pa. At that time the Company was manufacturing over 80 products and its sales were over six million packages a year. In 1911, Mr. Rawleigh became interested in the manufacture of gasoline engines, establishing a factory in East Freeport.

Canadian and Other Factories and Branches

In 1912, Rawleigh's built, equipped and stocked the Winnipeg factories—third to be established by the Company. In 1913, two large fireproof buildings were added at Freeport. An Oakland, California, branch was opened June 1, 1914. That year a branch was also opened at Toronto (later moved to London, then consolidated with

the Montreal factories). The Montreal branch was first established in 1919, especially to supply French customers in Quebec. In 1920, the Minneapolis branch was built. In 1926, a large additional factory and power plant were erected at Freeport. Branches were added at Richmond, Virginia, in 1924; in Denver, Colorado, in 1926; in Albany, New York, in 1928.

Overseas Factories

Then factories were built overseas: at Melbourne, Australia, in 1928; and at Wellington, New Zealand, in 1931.

The latest branch to be added is at Los Angeles, California, built in 1948.

Bottle Factory

In 1926, the Company built a glass bottle factory at Freeport and for several years made the many thousands of bottles they use each year.

Foreign Buying

Mr. Rawleigh was always interested in buying raw materials from original sources and the Company was the first of its kind to send buyers into foreign countries to



Mr. Rawleigh visiting a perfume distillery in southern France.

purchase raw materials. For years, buyers made regular trips to the original markets to buy first-hand the spices, essential oils, etc., they needed.

In 1913, Mr. Rawleigh made the first of several trips abroad. He went to Italy where he called upon the fruit growers, inspected their orchards and studied the production of essential oils.

Clove Warehouses and Offices

In 1926, the Company built a new warehouse and wharf on Pemba island; and opened offices and warehouses in Zanzibar. These are the islands off the eastern coast of Africa where so many cloves grow. Rawleigh's had large staffs of employees there to buy, clean and ship great quantities of cloves.

Rawleigh Vanilla Headquarters and Plantations

Also in 1926, new headquarters were opened at Tamatave, Madagascar, and at St. Mary's island nearby, for the buying of vanilla and oils geranium and ylang-ylang. Four hundred miles farther east in the Reunion islands, Rawleigh's had a branch at Saint-Denis to buy the finest oil of geranium from distillers, and Bourbon vanilla from curers.



Rawleigh's Tamatave office and warehouse in Madagascar.

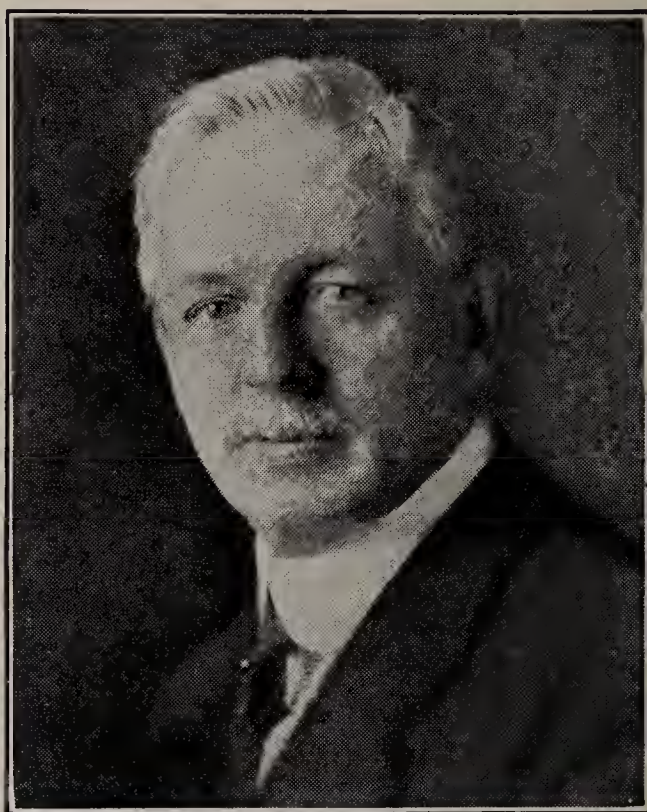
On its tropical plantations on the Grande-Comore island, the Company was planting, cultivating, buying and curing vanilla, ylang-ylang and other materials.

In Gutierrez Zamora, the Company had a branch for buying and curing Mexican vanilla.

At Telok Betong, on the island of Sumatra in the Dutch East Indies, the Company had a modern pepper warehouse in the center of the finest producing district for Lampong pepper.

How Mr. Rawleigh Saved Consumers Millions of Dollars

In 1925, Mr. Rawleigh attacked single-handed the group of powerful importers and dealers who were forcing sky-rocketing prices for vanilla beans. His efforts brought practically normal prices and saved millions of dollars to American housewives in their vanilla extract bill.



Mr. Rawleigh at the prime of his life.

Buys Newspaper

In 1909, Mr. Rawleigh purchased the Freeport Evening Standard, which he owned and edited about three years.

Interested in Public Affairs

Despite the responsibility of managing and directing the affairs of the Rawleigh industries, Mr. Rawleigh found time to devote to public affairs. In 1906 and 1907, he served as member of Freeport city council. During this time he took great interest in city management, seeing that contracts were properly let and that work was done according to plans and specifications.

Unusually Successful City Administration

From 1909 to 1911 he served as Mayor of Freeport. His unusually successful administration is often referred to by Freeport citizens as one of the best the city ever had. When he entered office, the city had a large deficit. He cleared this up during his term by introducing proper business management, with the installation of a proper accounting system, the abolition of many unnecessary offices, and the enforcement of economies. At the end of his term, he turned over the city affairs in good order with a substantial cash balance.

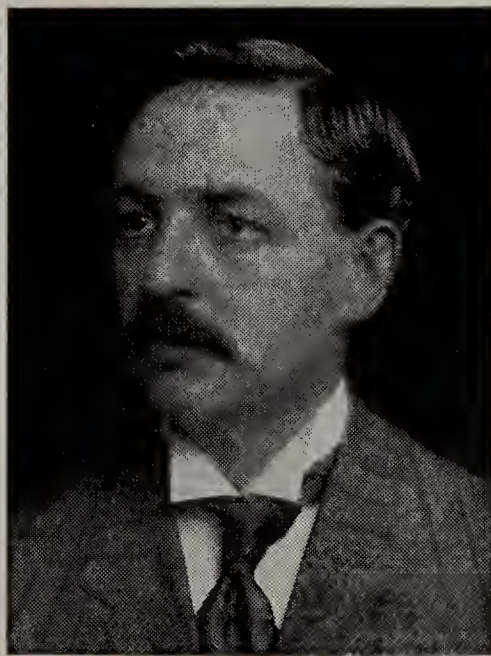
Turning his attention to Freeport public utilities, he engaged engineers to place valuations upon them, one of the effects of which was the passing of an ordinance regulating the price of gas in Freeport.

Great Legislative Record

In 1910, he was elected a member of the Illinois general assembly, and while a member he pioneered the first statewide movement to obtain regulation and control of public utilities. He employed economists and accountants at his own expense to prepare data showing the necessity for such regulation, and his work resulted in enormous savings as well as improvement of service to consumers.

A National Political Figure

Politically, Mr. Rawleigh considered himself an independent and progressive Republican. In the 1912 presidential election he supported William Howard Taft, refusing to follow the Bull Moose movement led by Theodore Roosevelt.



Mr. Rawleigh at the time he was in the Illinois State Legislature.

In 1916, he was president of the local Hughes Alliance, and was elected presidential elector for Charles E. Hughes.



Mr. Rawleigh and Senator LaFollette.

Senator LaFollette A Great Friend

When Mr. Rawleigh's beloved friend, the late Senator Robert M. LaFollette of Wisconsin, was a candidate for president in 1924, Mr. Rawleigh was chairman of the National LaFollette-for-President committee, and also national treasurer of the LaFollette-Wheeler National Progressive committee and delegate to the Cleveland, Ohio, conference in 1924.

In the Hoover campaign of 1928, Mr. Rawleigh was appointed by the Republican National committee as finance chairman for the Thirteenth Congressional District

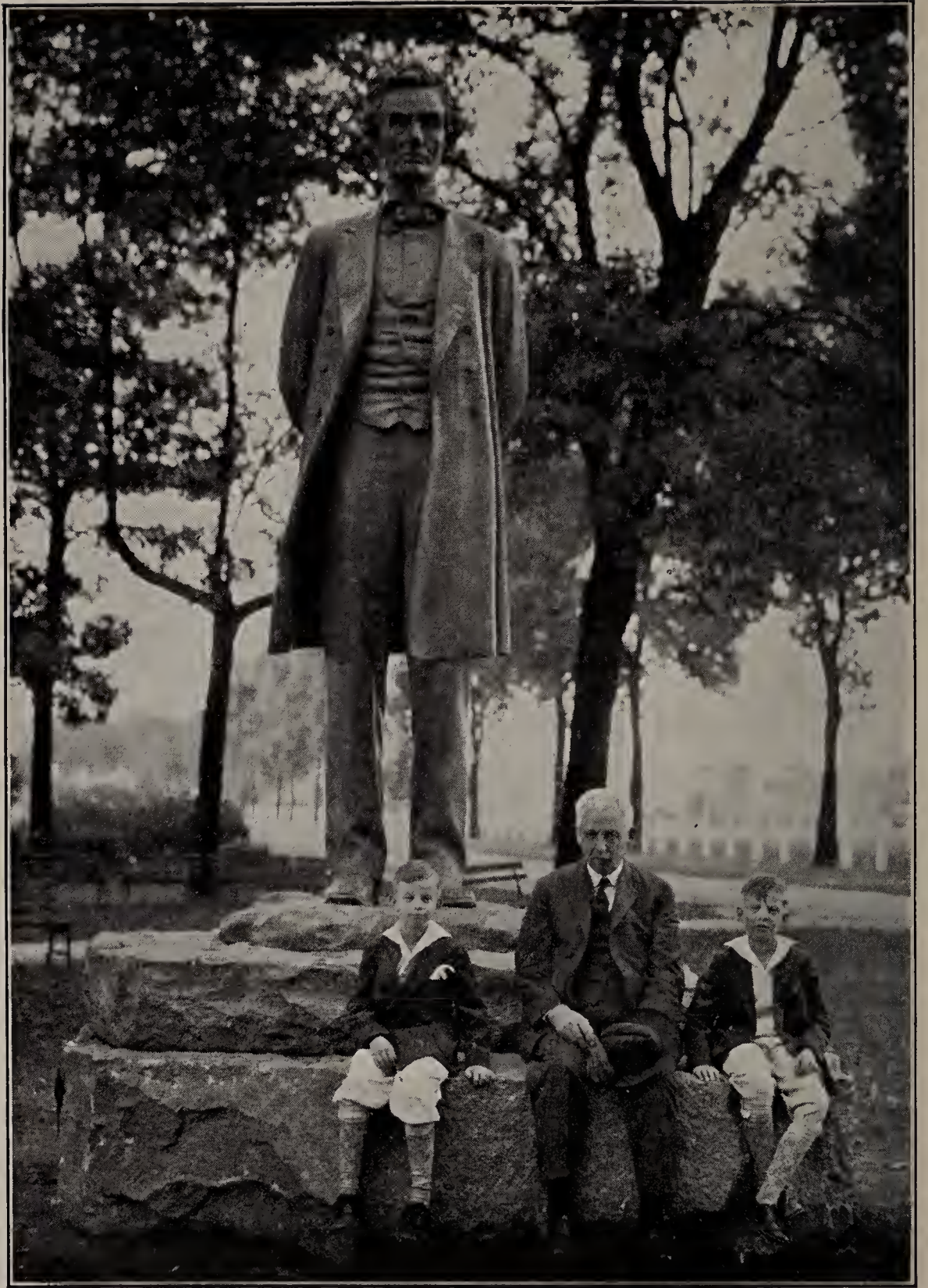
of Illinois. After the election, he conferred with President Hoover at the White House by appointment, discussing tariff matters.

He strongly supported the People's Legislative Service, and was a member of its executive committee. The Service was organized as an absolutely non-partisan organization to furnish facts for all members of congress who wished to use them in the public interest. The Service did some especially effective work in assembling facts needed during the Teapot Dome investigation.

His Great Tariff Service

Early in 1929, he initiated and supplied the funds for an impartial investigation of the tariff. The object was to obtain unbiased, disinterested information about the effect of the tariff upon producers and consumers.

Mr. Rawleigh opened offices and installed staffs for these studies at Madison, Wisconsin, under the direction of the internationally famous Professor John R. Commons, of the University of Wisconsin, who was assisted by Professors B. H. Hubbard and Selig Perlman. A Washington, D. C., office was opened under the direction of Hon. David J. Lewis, former U. S. Tariff Commissioner; and studies were made at Freeport, Illinois, by several men under the direction of H. R. Mohat, economist. Some tariff studies were also made abroad by the London office of the Rawleigh Foundation, which was under the direction of Mr. C. J. L. Brock.



Mr. Rawleigh with two of his grandchildren at the statue of Lincoln the Debater, given by Mr. Rawleigh to the citizens of Stephenson County. The statue is located in one of the Freeport parks.

Other studies published by the Rawleigh Tariff Bureau were made by such world-wide figures as Dr. Philip G. Wright of The Brookings Institute, Dr. Lippert S. Ellis of the Oklahoma Agricultural and Mechanical College, and others.

The facts, figures and findings of the Rawleigh Tariff Bureau were published nearly everywhere by the daily press, agricultural papers and magazines, and were also studied and used by the United States Senators and Members of Congress.

Establishes Foundation for Public Service

In December 1930, Mr. Rawleigh established the Rawleigh Foundation for Public Service to make careful and unbiased studies, to give widespread publicity to the results of those studies; and to give expert aid in supporting legislative action in the public interest. It was specifically provided that the Foundation was not to advocate or oppose except by fair presentation of the facts. The Foundation was organized not for profit but "to improve, advance and promote through scientific research and public education . . . the general social, economic and political welfare of the people of the United States or other nations." Trained economists with nation-wide reputation were employed to make these investigations, and foreign offices were opened in London, Paris and Berlin.

HIS INTEREST IN LINCOLN

Presents Statue of "Lincoln the Debater"

Mr. Rawleigh was much interested in Lincoln. The most famous of the Lincoln-Douglas debates was held at Freeport, and on the 71st anniversary of that debate (August 27, 1929) Mr. Rawleigh presented a splendid statue by Leonard Crunelle of "Lincoln the Debater." This statue was one of nine honored in 1931 by being represented in replica at the Lincoln tomb in Springfield.

An Art Collector

Mr. Rawleigh was a great art lover and organized the Rawleigh Museum, to which he gave fine collections of statuary, paintings, bronzes, rugs, mosaics and other works of art which he had collected during his travels in many countries.

Friend of Henry Ford

He was a great admirer of Henry Ford and his methods. For many years the two men were personal friends.

Establishes Trade School for Boys

He established the Rawleigh Trade School for Boys to provide training along vocational lines for worthy boys who, through necessity or otherwise, quit school at an early age to seek employment.

Rawleigh Farms

In 1925, the Rawleigh company acquired 240 acres of farm land on route 20, a few miles west of Freeport, which was subsequently enlarged to nearly 1000 acres. It has been developed with extensive buildings and is famous for its pure-bred Holstein-Friesian cattle, as well as for its hogs.

Served Many Organizations

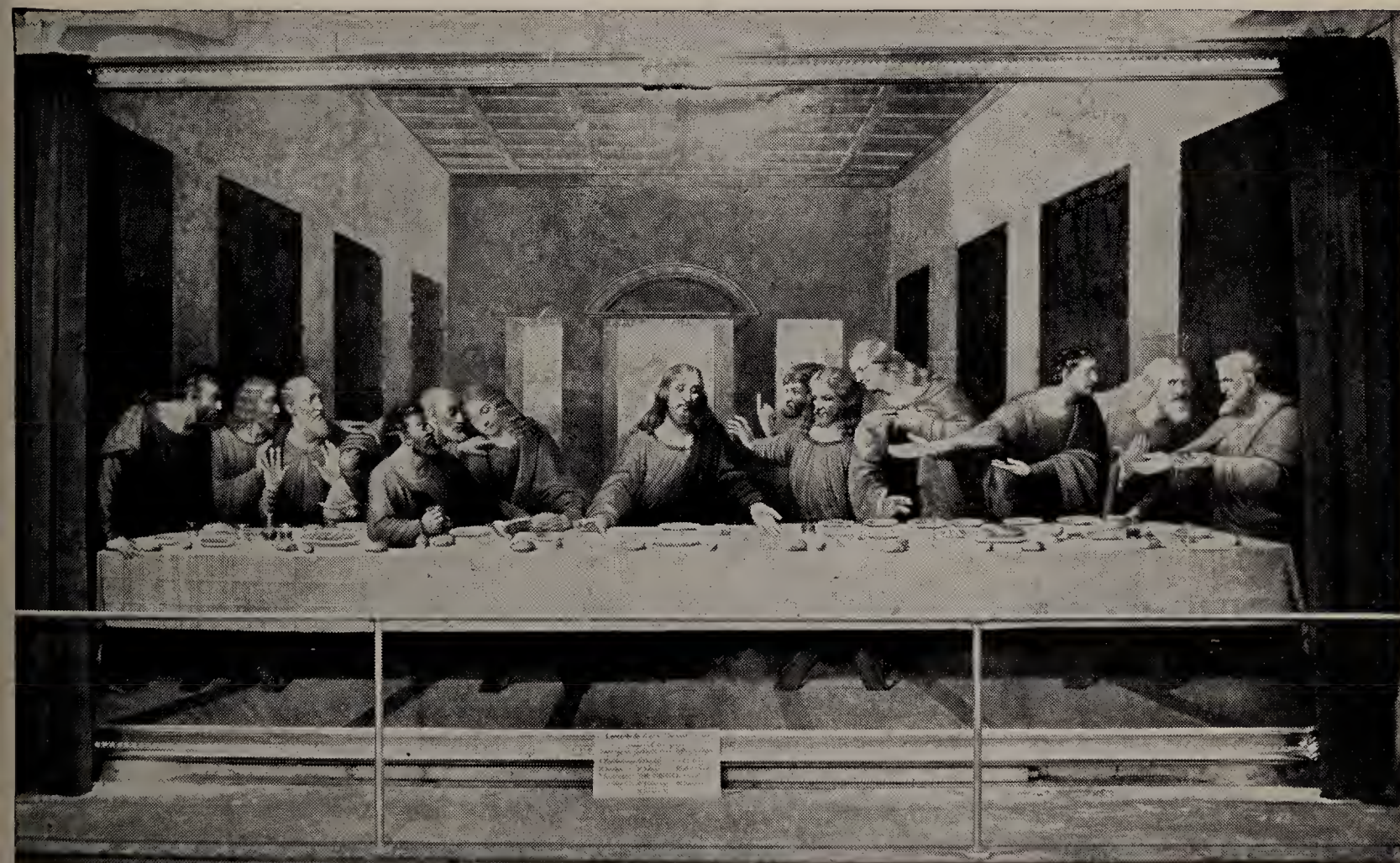
For 50 years Mr. Rawleigh was a member of Embury Methodist church at Freeport. He taught a class of boys in their Sunday School, was a member of the Official Board and served on various special committees, including the building committee for the erection of a new parsonage.

He was a member of the Hamilton club of Chicago, a Past Master of Evergreen Lodge, A. F. & A. M., Freeport, Illinois (this lodge awarded him a 50-year jewel for continuous membership and service on November 6, 1950). He was a member of Freeport Consistory, Scottish Rite; a noble of the Mystic Shrine; and a member of the Freeport Lodge I. O. O. F.



Above: General view of a room in the Museum established by Mr. Rawleigh (see page 36).

Below: Copy of "The Last Supper" by Leonardo da Vinci in the Museum is life size.



SUMMER

AUTUMN

SPRING



STATUES OF THE SEASONS

given by Mr. Rawleigh to
The Freeport
Public Library

In 1929, Mr. Rawleigh imported from Italy the four statues illustrated here, which he presented to the Freeport Public Library.

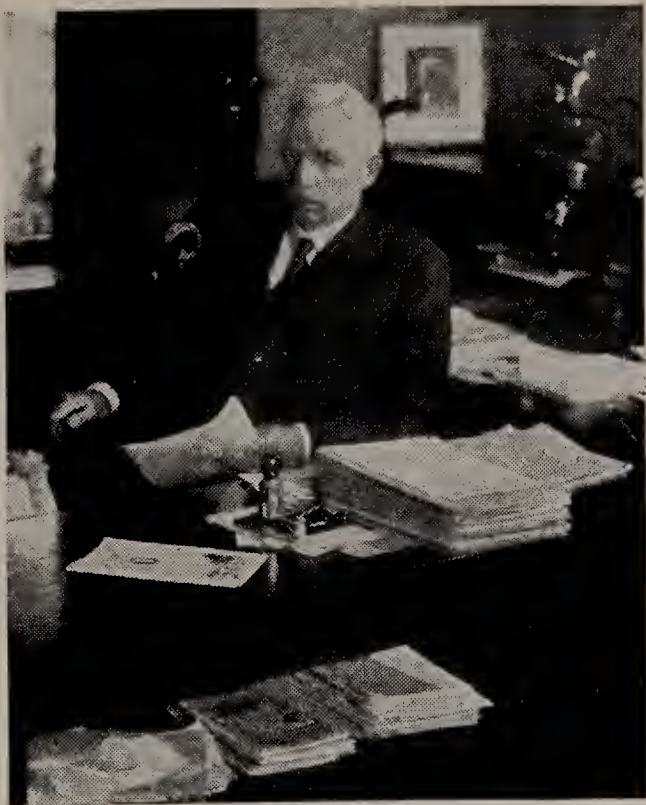
These Italian marble statues are the work of the famous sculptor Ferdinando Vichi, of Florence, Italy. They represent the four seasons of the year.

Installed on the spacious library grounds, amidst the shrubbery and trees, they lend an "old-world-garden" aspect to this bit of down-town Freeport.



WINTER

Mr. Rawleigh was for many years a director of the Stephenson County Bank of Freeport, was a past vice president of the Illinois Mayors' Association, past division commander of the Sons of Veterans (Civil War), and past president of the Chamber of Commerce of Freeport. He was an active member of the Illinois Manufacturers' Association.



Mr. Rawleigh at his desk.

**Two Children, 6 Grandchildren,
1 Great-grandchild
and Sister Survive**

Mr. Rawleigh was married to Minnie B. Trevillian of Mineral Point, Wisconsin, on November 10, 1890. To this union three children were born: Anna May (Mrs. Robert F. Koenig) of Freeport; Wilbur T. (who died in 1918 for his country's sake in the First World War); and Lucile (Mrs. Charles Meyer) of Los Angeles, California.

Mr. Rawleigh is survived by Mrs. Koenig, Mrs. Meyer, six grandchildren and one great-grandchild. One sister, Mrs. Ellen Chappell, also survives. Mrs. Minnie B. Rawleigh died in Freeport in 1947.

Mr. Rawleigh was also preceded in death by two brothers, David C. and George E., both of Freeport; three sisters, Ida V. (Jackson) and Mabel (Miller) of Freeport; Bertha (North) of West Palm Beach, Fla.

He was married for the second time on March 14, 1923, to Marguerite Schneider of Freeport, who died March 26, 1942. He had no children by the second marriage.

Mr. Rawleigh lived near Freeport on a beautiful estate, "Countryside," which overlooks the rolling hills and fertile valleys of the Rawleigh Farms with the winding Pecatonica river in the distance.

Winter
and
summer
views
of
Mr. Rawleigh's
Estate,
"Countryside"



THOUSANDS PAY RESPECTS TO MR. RAWLEIGH With Cables, Telegrams, Letters And Floral Tributes

Soon after radio stations began to broadcast the sad news about Mr. Rawleigh's death, his family began to receive messages of condolence from his many friends and business associates in all parts of the world.

Embury Methodist church, where Mr. Rawleigh had belonged for more than 50 years, was filled with friends, many of whom had traveled long distances by plane to be present at his funeral.

* * * *

Will Be Missed By His Church

His place in the church was perhaps best expressed in an editorial which appeared in the February 1951 issue of **Embury Tower**, a monthly publication of the Embury Methodist church at Freeport. This editorial is quoted in full below:

DEEPEST SYMPATHY

To The Family of W. T. Rawleigh

The record of Mr. Rawleigh's life has been extensively but not entirely related in the press and in many newspapers throughout the land. We, in Freeport, know something, but not all, of the large Rawleigh factories, the numerous executive and shipping branches throughout the United States, Canada, Australia, and New Zealand. Employment is given to large numbers of people and the opportunity to many thousands of individuals to build a business of their own selling the products bearing his name. Perhaps we have not realized that the name of our neighbor, our friend, our fellow Emburyan, is a household word in many millions of homes throughout these four English-speaking countries.

We have heard of Mr. Rawleigh's wide grasp of issues and of interests affecting industry and society as a whole. Few even in Freeport know of all his efforts in that direction.

Not many of us of Embury are conscious of his keen interest in our church and in its work. Mr. Rawleigh joined Embury Methodist Church approximately fifty years ago. He became active in the work of the church, was an active member of the Official Board. He was a member of the Building Committee under whose supervision the present Embury parsonage was constructed. For a considerable time he taught a class of boys in our Sunday School. He was conscientious to an unusual degree and anxious that his life should exert a beneficent effect upon those boys, as well as all people. Throughout his membership, he has contributed substantially to Embury's financial requirements.

When the famous evangelist, Billy Sunday, conducted a series of several weeks' services in Freeport, sponsored by the Protestant Churches, Mr. Rawleigh was active in the sponsorship and particularly in the financial phase of it.

Mr. Rawleigh had many warm friendships among the members of Embury Church. At all times the Pastor of the church had free access to his home and his office. He was never too busy to discuss with his Pastor, matters of interest to Embury Church.

Physical disabilities had kept him in semi-retirement for many years, but this did not diminish his interest in the work of his church or his interest in the Kingdom of his God. To his associates in business, as well as to friends, he almost daily remarked, "I am praying for you."

Mr. Rawleigh has gone from our physical presence. To those of us who have known him through the years, his spiritual presence will ever be experienced. (J. R. J.)

* * * *

BELOVED BY LABOR

Mr. Rawleigh's friendship with labor was long-standing. The following editorial appeared February 3, 1951, in **LABOR**, the national weekly newspaper, owned by fifteen railroad labor organizations:

Rich, Sided With People

Not often is the passing of a multi-millionaire the occasion for a tribute in a labor newspaper. But W. T. Rawleigh, who died a few days ago in Freeport, Illinois, at the age of 80, was no ordinary wealthy man of business.

Rawleigh was a rare combination of self-made "Horatio Alger" and, as he described himself, Republican progressive. He helped write one of the biggest and brightest chapters in this country's history.

Millions of Americans knew his name, but most of them only by seeing it on packages of spices and other kitchen supplies, delivered to their doors since the "horse and wagon" days, more than half a century ago.

To "Old Bob" LaFollette of Wisconsin, George W. Norris of Nebraska, Burton K. Wheeler of Montana, Henrik Shipstead of Minnesota, and other great progressives of both parties, Rawleigh was one man of wealth who opened his mind, heart and purse to their crusades. If there had been more rich men like him to help the people's friends in their hour of need, still more evil and injustice would have been ended, and this would be a still better land to live in.

Built Big Business

As a boy, some years before the turn of the century, Rawleigh began selling herb remedies to farmers around Freeport. In 1899, he built a small factory, which he repeatedly enlarged in later years. He also established branches and factories throughout the United States and in Canada, Australia and New Zealand. The Company imported from all the world, ingredients for foods, insecticides, medicines and other products.

The foundation for his fast-growing business always remained the same—the men on wagons, and later trucks, who delivered Rawleigh's products from door to door. Their calls were regular events at countless homes.

Probably it was "Fighting Bob" LaFollette who first interested Rawleigh in progressive causes. Rawleigh became and remained a close friend and supporter of the great Wisconsin battler, in his campaigns for political and economic reforms.

Helped Teapot Dome Probe

Rawleigh also gave his sympathetic understanding and generous financial support to Norris, Wheeler, and Shipstead in their battles against entrenched and reactionary wealth. And, if it had not been for Rawleigh, the great "Teapot Dome" scandal of the 1920's might never have been exposed. "Old Bob" LaFollette put through the Senate a resolution calling for the records of the Teapot Dome oil leases granted by the Harding Administration. The Interior Department, then headed by Albert B. Fall, and other hostile government agencies dumped the records in a huge and mixed-up pile at LaFollette's office door.

Came to Rescue

The Wisconsin senator had no staff which could possibly perform the monumental task of sorting out the records, but Rawleigh came to the rescue. He provided the money which enabled the People's Legislative Service to unscramble the records and dig out evidence which helped expose the huge scandal, shock the country, and send "Little-Black-Bag" Fall to prison.

Rawleigh also served as mayor of Freeport, and was a crusading member of the Illinois State Legislature. He was well-known to members of the staff of LABOR, and was a good friend of the railroad workers' newspaper.

The American people owe a big debt to Rawleigh, and can pay it only by remembering that he was one man of wealth who took the people's side.

* * * *

MR. RAWLEIGH Had The Love And Respect Of His Fellow Townsmen

Mr. Rawleigh's place in his own community was unique. He had helped Freeport become a better town in many ways, and typical of the esteem in which he was held was the editorial which appeared in the Freeport JOURNAL-STANDARD on January 23, 1951.

W. T. RAWLEIGH

In the fullness of time, after a career remarkable in its variety and in scope of achievements, W. T. Rawleigh passed away this morning in Freeport, where his industries had their beginnings sixty years ago, and from which their connections and operations have spread over this and other countries, even to the opposite side of the globe.

Mr. Rawleigh was one of the last self-made men of the community to benefit from boundless opportunities and unrestricted economic freedoms of an age of development which has passed into history. He exemplified the vigorous individualism and zest for hard work which paid such ample dividends in an earlier era of American business. But Mr. Rawleigh was also a genius, of his own type, one whose business intuitions and inspirations won him the respect and awe of those associated with him.

Like many successful men, his interests spread far and wide, and spurred him to seek and hold public office, also to take interest and authoritative leadership in civic matters at times. He was a friend and admirer of other prominent individualists, often of a radical type, like Henry Ford and Robert M. LaFollette. He founded a trust for economic research, gave to Freeport the Lincoln statue in Taylor park, had many personal benefactions.

Mr. Rawleigh became a legend in his own lifetime in his own community. Those who did not know him personally were unaware of his great plainness and simplic-

ity, of a deep interest in news and people, of certain sharp flashes of discrimination not easily explainable. Freeport will never know another W. T. Rawleigh. Times and circumstances do not permit another such meteoric personal rise. But his life and works are part of Americana, a part which many persons in this community have been privileged to know intimately, to absorb and ponder.

* * * *

FRIEND OF "OLD BOB" IS DEAD

The following is quoted from part of the news item in the Madison, Wis., **CAPITAL TIMES**, January 23, 1951:

W. T. Rawleigh, 80, manufacturer of proprietary medicines, extracts, spices, toilet preparations and supplies, who developed a boyhood bent for selling into a multi-million dollar merchandising concern, died at Freeport today after a long illness.

Long an admirer of the late Sen. Robert M. LaFollette, Sr., and other progressive and liberal senators of "Old Bob's" era, Mr. Rawleigh contributed to campaign funds for Sen. LaFollette, and likewise gave money that enabled senators to get information to attack the tariff and the Teapot Dome and other Washington scandals.

During his long and active career, Mr. Rawleigh served as mayor of Freeport, as member of the Illinois general assembly and as editor and publisher of the Old Freeport Standard.

His career was along the classic lines of an American success story. The Rawleigh enterprises and his success were based on his purpose to bring proprietary medicines, spices and supplies direct to farm and small town households.

The Rawleigh horse-drawn wagons were much a part of the Midwestern scene in an earlier day, and the call of the Rawleigh salesman was as much a social as a business event in the lives of the rural and small town purchasers.

This house-to-house sales plan continues as a basic pattern of the Rawleigh business.

“How did I come to get into the medicine business?” Mr. Rawleigh said in an answer to a question in an interview several years ago.

“Well, as a boy, I started with homemade inks and branched off into liniments and herb remedies which I sold among relatives. Then I came over to Illinois from Mineral Point and sold to farmers, until I had accumulated about \$15,000 to start a small factory.”

Mr. Rawleigh described himself as an independent Progressive Republican, and long championed the candidacies and causes supported by “Old Bob” LaFollette.

Mr. Rawleigh supplied funds for the careful study of tariff schedules made under the direction of Profs. John R. Commons, B. H. Hibbard and Selig Perlman, of the University of Wisconsin, which showed the farmer that there was no relief for him in the tariffs of the Republican old guard.

He was a supporter and admirer, too, of Senator George W. Norris, Nebraska; Senator Henrik Shipstead of Minnesota and Senator Burton K. Wheeler of Montana.

Mr. Rawleigh supplied funds for the People’s Legislative Service which was instrumental, in a large measure, in unearthing the scandals of the famed Teapot Dome oil leasing.

When the late Senator LaFollette Sr. put through the senate his resolution for the records of the Teapot Dome leasings, the Washington departments concerned heaped them into a truck and unceremoniously dumped them at the senator’s door. This made a pile of scrambled and disordered papers and books, but they were fully probed by the young men of the People’s Legislative Service.

Mr. Rawleigh gave Freeport a bronze statue of Abraham Lincoln, and for years there hung in his office pictures of Lincoln, Washington, and “Old Bob” LaFollette.

* * * *

The Capital Times also ran the following editorial in the issue of January 24, 1951:

The Capital Times has never believed that the accumulation of wealth by legal and moral means is inherently evil, no more than human nature, of which it is part, is inherently evil. Our campaign has been against wealth wrongly used—to subvert the public interest.

There have been men of great wealth who used their riches for idealistic ends. Although Old Bob LaFollette was called a radical and an enemy of wealth in his day, he had steadfast supporters among several men of great wealth in this nation. These men were more than generous in helping LaFollette to make his fight against the predatory wealth of his day and to restore representative government.

Perhaps one of LaFollette's closest friends among these men was W. T. Rawleigh, whose death was announced in yesterday's Capital Times. Mr. Rawleigh became known nationwide as the head of the multi-million dollar merchandising concern at Freeport, Ill. Rawleigh products, such as proprietary medicines, spices, extracts and toilet preparations, became an integral part of much of rural America in the days before automobiles brought the farm home up to the front door of the village drug store. There are still a lot of Rawleigh Products sold in the rural areas.

Mr. Rawleigh's duties as a citizen and his obligations to society were never neglected. He served as mayor of his city and as a member of the state legislature. He maintained a keen interest in the politics of his day. He was an ardent and faithful supporter of Old Bob LaFollette, and made frequent contributions to LaFollette's fight for social justice.

Men like W. T. Rawleigh are unusual . . . but they have found monuments to their memory, that will long outlast the monuments of brick and stone and steel with which other men have sought to immortalize their names.

* * * *

LETTERS FROM RAWLEIGH DEALERS

We regret that we have not the room to print the hundreds of letters from Rawleigh Dealers who knew and loved Mr. Rawleigh. Many of them remarked that the best way to honor Mr. Rawleigh's memory was to conduct their business in the same honest and straightforward way that Mr. Rawleigh pursued from beginning to end.

* * * *

RESOLUTIONS FROM ORGANIZATIONS

Many letters and formal resolutions were also received from organizations to which Mr. Rawleigh and the Company belonged, such as the National Manufacturers' Association, the Illinois Manufacturers' Association, the American Spice Trade Association, The Toilet Goods Association, and many other organizations which will miss Mr. Rawleigh's counsel and support.

* * * *

To the Members of The Inter-State Manufacturers' Association—

All of you, I believe, knew Mr. Rawleigh personally through the active interest which for many years he maintained in the activities of this association and the industry as a whole. Until quite recently he never missed attending the meetings of our group.

Certainly he will be greatly missed by his family, his associates, the members of the industry and by the many beneficiaries of his philanthropies.

Speaking for myself, I also will miss him. For many years and up until a few years ago, during legislative sessions we had almost daily contact by mail and over the telephone, and as a member of the Executive Committee of

this association he always acted promptly on policy and other questions submitted to that committee. (Signed) J. M. George, Secretary.

* * * *

Another example of these letters is the one from the Chemical Specialties Manufacturers' Association, signed by Mr. H. W. Hamilton, Secretary, which reads:

“It was with sincere sorrow that we learned of Mr. Rawleigh's death. The friendly co-operation and staunch support we always received from Mr. Rawleigh will be greatly missed. He was always ready to co-operate with our activities and to promote fair and equitable laws and regulations. We shall miss his counsel.”

MESSAGES FROM NATIONAL FIGURES

Typical of the messages from prominent people to his family are—

“Through the years I acquired the deepest respect for Mr. Rawleigh's judgment. I early learned he had a mind full of dreams and a heart full of friendships. A man of clear perceptions and a crusader in causes he believed to be just. Much of his life was devoted to the public weal. He used his outstanding natural talent, the enthusiasm of his youth, the energy of middle life, and the wisdom of later years to benefit the laudable causes which held his firm convictions. His character rested upon a foundation laid deep in human understanding.

“The greatest comfort and consolation that can come to his immediate family is not only his splendid record of achievement, but the heritage of a good name and the loyalty and devotion which he bestowed upon them and upon all of us who through the years were privileged to know him.

“I deeply regret pressing duties here make it impossible for me to leave Washington to pay my personal respects at the services.”—Leo E. Allen.

(Member Congress)

* * * *

“In the passing of your father there has left the American scene, one who had exemplary qualities of citizenship and who made a large contribution to our society.

“The vigor and enterprise, the idealism and the sound judgment which he possessed, made his achievements outstanding. The deeper qualities of the spirit, the kindness, tolerance, and the sheer interest in others, won for him many friends.”—Russell D. Cole.

(President, Cornell College)

* * * *

“Allow me to join with your many friends in expressing my sincere sympathy to you at this time of sorrow that has come to your family. You will always have the satisfaction of knowing that Mr. Rawleigh climbed to his position of success not because the road was easy, but because of hard, persistent work, plus foresight, and ability to gain the co-operation of a large number of people. I count it a privilege to have known him.”—H. F. Siemsen.

(Vice President, North Central College)

* * * *

“We have learned through the press that Mr. Rawleigh has recently passed away. This note is to express on behalf of the staff and students and friends of Lincoln Memorial University our own deep sorrow and sympathy in the passing of this wonderful man and humanitarian. The world has been greatly blessed by his life and service, and you have a proud heritage.”—Robert L. Kincaid.

(President, Lincoln Memorial University)

* * * *

“I am writing to express to you and the family our deepest sympathy in the death of Mr. Rawleigh.

“He was a remarkable man and a great friend of my father and the rest of our family.”—Robert M. LaFollette, Jr.

* * * *

“We cannot help but feel a loss and the knowledge of his going deepens the memory of many experiences and the pleasant recollection of the association which we have enjoyed so much.

“It is not easy to express in words the respect which we feel, and the confidence which we have in the organization which he has built with all of you through these years.”—Ralph Rosecrance.

(Vice President, J. L. Clark Manufacturing Co.)

* * * *

“My deep sympathy to you in the loss and loneliness which your father’s death must inevitably bring to his children and to all who loved and admired him. I share with you the sense of personal loss and sorrow that comes through knowing I shall not again see and talk with our dear friend. The enduring inspiration of his unique and remarkable life abides and continues in the lives of those who knew him. His collaboration in my father’s and mother’s work, his understanding and generous friendship through the years, and all that this meant to them, are enduring and inspiring memories in my thoughts so long as I live.”—Fola LaFollette.

(Well known writer and daughter
of the late Senator LaFollette.)

* * * *

“All my Illinois Central Associates would want to join me in expressing to you and your sister our sincere sympathy in the loss of your father He was a fine gentleman. His outstanding business career is an inspiration to us all.”—Wayne A. Johnson.

(President of the Illinois Central Railroad.)

* * * *

“Our directors and officials join with me in extending deep sympathy to you and your fine associates on the death of your founder and president, Mr. W. T. Rawleigh.”—Arthur H. Quay.

(President of the First National Bank of Minneapolis.)

* * * *

“Am saddened by the announcement of Mr. Rawleigh’s death. He was a fine man and his contribution to the public welfare will be remembered in the years to come.”—William T. Evjue.

(Editor and publisher of the Capital Times, Madison, Wis.)

* * * *

“Extend my sympathies and those of Watkins to all concerned. Am awfully sorry.”—Ralph G. Boalt.

(Vice President of The J. R. Watkins Company)

* * * *

“We are greatly shocked at the sad news of the death of Mr. W. T. Rawleigh. You have our deepest sympathy.”—F. C. Whitehouse.

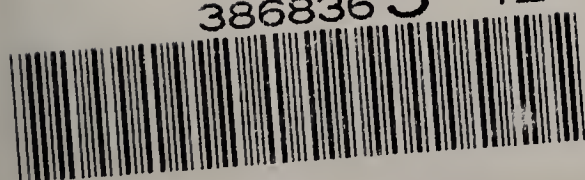
(President of the H. C. Whitmer Co.)

* * * *

“Deepest sympathy in loss of a great American and friend.”—Philip F. LaFollette.

(Former governor of Wisconsin.)

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